Kabul Prasetyo Utomo (Prast)



Jl. H. Abdul Majid No. 5, Taman Bukit Kemang, Jakarta Selatan ● Home: +62-21-7205034

Cell: +62812 100 5947 ● Date of Birth: 21 April 1971 ● Marital Status: Married, 3 kids

[oetomo\_prasetyo@yahoo.com](mailto:Oetomo_prasetyo@yahoo.com)

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| Key Skills | Procurement and Supply Chain Management  Logistics (Warehouse and Distribution)  Project Management | Business Process Improvement  Forecasting & Demand Analytics  Contract & Vendor Management |

**Career Progression:**

**HALLIBURTON INDONESIA – Feb 2014 - present**

**HALLIBURTON CONSULTING & PROJECT MANAGEMENT**

**Halliburton** is an American multinational corporation, and one of the world's largest [oil field](http://en.wikipedia.org/wiki/Oil_field) services companies with operations in more than 80 countries. It owns hundreds of subsidiaries, affiliates, branches, brands, and divisions worldwide and employs approximately 100,000 people. [**www.halliburton.com**](http://www.halliburton.com)

**Project: the biggest IPM (Integrated Project Management) in Indonesia for Geothermal Drilling Project, 4 rigs for more than 34 wells – to be the world’s largest geothermal plant.**

April 2015 – present:

**Field Operations Manager –** *Report to Sr. Project Manager*

* Managing field operations support (Procurement Supply Chain & Logistics, External and Community Relation, Environment and Security)
* Liaise closely with Drilling Operations team

Feb 2014 - April 2015:

**Logistics Services and Materials Manager -** *Report to Sr. Project Manager*

* Managing Logistics, Services and Materials
* Managing inventory and materials (incl. tangible/direct materials such casing, wellhead etc.) for drilling operations of all rigs.
* Managing contract and procurement for services and drilling materials and auxiliary
* Looking after mobilization of rig, subcontractor, equipment support, direct materials and crews.
* Acting as Government Liaison in order to manage and obtain Master List (import duty exemption) and also formalities/permitting.

*Achievements:*

* Successfully managed in obtaining import duty exemption from Directorate General of Customs and Excise for 2014; USD 14mio (company cost saving more than USD 1,6mio)
* Successfully managed in obtaining import duty exemption from Directorate General of Customs and Excise for 2015; USD 19mio (company cost saving more than USD 2,5mio)
* Successfully mobilized Rig and its supporting equipment incl. crew and materials as per deadline and below the targeted cost.
* Successfully established Logistics and Materials support function to support drilling operations.

**WEATHERFORD INDONESIA - August 2012 – Feb 2014**

**Weatherford International** is one of the largest international oil and natural gas service   
companies, provides oilfield products and services across the   
drilling, evaluation, completion, production and intervention areas. [**www.weatherford.com**](http://www.weatherford.com) ‎

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**Group Supply Chain Manager -** *Report to Country Director*

Role objective: The responsible party for all local PSCM (Procurement and Supply Chain Management) and related trade compliance operations on behalf of all Business Units across the relevant Geo-Market. Manage all local internal and external procurement, material and inventory management, distribution and transportation activities to ensure that the tripartite goals of legal compliance, timely delivery, and price minimization are wholly satisfied.

Manage Supply Chain Management team: Procurement Manager, Material Management (Asset & Inventory) Manager and Logistics Manager.

*Main responsibility:*

* Sourcing, Contract and Procurement Management
* Asset & Inventory Management
* Material Planning
* Logistics (Import-Export, Warehouse & Distribution)

*Achievements:*

* Successfully managed to import heavy-duty Wireline trucks from Canada, first ever for Weatherford Indonesia, and generated cost saving of USD 400K
* Successfully established PSCM (Procurement and Supply Chain: Asset & Inventory and Logistics) shared-service function in providing service to all BU (Business Units and Product Lines)
* Successfully developed and established PSCM Business Process and Policy to be used in Weatherford Indonesia which aligned with Global Policy (in term of procurement, asset and inventory movement, import clearance process and domestics distribution)
* Achieved 20% cost saving – Import Customs Clearance by conducting bid and tender process
* Exceeding 2012 Logistics Service Level – 96% against target 95% (from YTD July 2012 below target, which is only achieved 85%)
* Redesign domestics distribution strategy and deliver 10% cost saving Q4.2012
* Achieved asset and inventory accuracy by 99%

**MICHELIN ASIA (Singapore) Co. Ltd., Oct 2010 – Jul 2012**

**Michelin** is a [tire](http://en.wikipedia.org/wiki/Tire) manufacturer based in [Clermont-Ferrand](http://en.wikipedia.org/wiki/Clermont-Ferrand) in the [Auvergne](http://en.wikipedia.org/wiki/Auvergne_(region)) [*région*](http://en.wikipedia.org/wiki/Regions_of_France) of [France](http://en.wikipedia.org/wiki/France). It is the largest tire manufacturers in the world. In addition to the Michelin brand, it also owns the [BFGoodrich](http://en.wikipedia.org/wiki/BFGoodrich), Kleber, [Tigar](http://en.wikipedia.org/wiki/Tigar_Tyres), Riken, Kormoran and [Uniroyal](http://en.wikipedia.org/wiki/United_States_Rubber_Company) (in North America) tire brands. Michelin is also notable for its Red and Green [travel guides](http://en.wikipedia.org/wiki/Michelin_Guide), its roadmaps, the [Michelin stars](http://en.wikipedia.org/wiki/Michelin_stars) that the Red Guide awards to restaurants for their cooking, and for its company mascot [*Bibendum*](http://en.wikipedia.org/wiki/Bibendum), colloquially known as the Michelin Man. [**www.michelin.com**](http://www.michelin.com)

**Country Commercial Operation Manager -** *Report to Managing Director*

Role objective: As the Operational Pilot of the Demand-to-Cash Process in Indonesia, to guarantees the execution, performance and efficiency of the process, in compliance with the objectives provided by the Zone Commerical Operation Director and the Country Commercial Director.

*Main responsibility:*

* Execute commercial operations from demand capture to service after sales in support of Michelin commercial strategy.
* Optimize customer satisfaction and process cost
* Managing Procurement and Supply Chain (Demand/Forecasting, Inventory Management)
* Managing Logistics (Customs Clearance, Warehouse and Distribution)
* Managing the Commercial Operation Team:
  + Customer Services Manager
  + Sales and Admin Support Manager
  + Supply Chain Manager
  + Logistics Manager (incl. 3PL-3rd Party Logistics Provider) and Procurement Officer

*Achievements:*

* Successfully managed in obtaining “Green Lane Customs Clearance Facility” from Indonesian Directorate General of Customs and Excise (Bea Cukai) in less than 7 (seven) months since Michelin operated in Indonesia, where normally can be obtained after 1,5 year (results: shorter import lead-time, lower landed cost, cost saving from no demurrage and lower storage cost at port).
* Successfully led the full-cycle of ERP implementation (JDE) - set-up and defined business process, identified local/legal requirements which required system customization, testing, change & engagement and end-users training
* Established a CUSTOMER CALL CENTER in Jakarta, Indonesia to serve the B2C and B2B customers (Passenger Car, Truck & Bus and Earth Mover/Mining customers)
* Set-up the Logistics and Distribution Strategy (incl. the value chain and route-to-market from **Sourcing country- Singapore hub (for Mining customers) - Indonesia Distribution Centre - Customer/distributor network**)

**SHELL – July 2004 to September 2010**

**Shell** is a global group of energy and petrochemicals companies. With around   
92000 employees in more than 70 countries and territories. [**www.shell.com**](http://www.shell.com)

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**SHELL (ASIA PACIFIC assignment), September 2009 – September 2010**

* Regional (APAC) Business Integration Manager, Jan 2010 to September 2010
* Regional Supply Chain Retrofit Analyst (Asia-Pacific), October 2009 to December 2009

**Regional (Asia-Pacific) Business Integration Manager, January to September 2010**

*Report to International Aviation & Marine Project Management Office Lead (Houston, USA)*

*Main Responsibility:*

* Lead the identification and management of integration points between Class of Business, process areas and Downstream-One IT (Global **SAP** and IT CAP-Connected Application Portfolio) at the Global level. This includes ensuring integration of interfaces with related people/processes/systems such as Customer Service Center, Sales Support, Supply, Distribution and Finance, Management Information, Lubes Supply Chain & Credit. Further support the Aviation/Marine Regional Implementation Manager and their country coordinators with identifying and managing integration of local legacy design (outside the scope of IAM) with the International Aviation and Marine design
* Assure the design works and gaps are covered. Support Aviation/Marine Regional Implementation Managers and coordinators with developing a clear view of the people, process and technology changes from current to future state. Identifying implementation issues associated with getting from A to B, and actively working these through to resolution. Provide input to local/regional planning, change requests and/or step-outs with a primary objective of embedding and maintaining the standard Global IAM design at the local level.

*Achievement:*

* Successfully passed the Global Project Audit (Readiness Audit) with minor findings for improvement

**Regional Supply Chain Retrofit\* Analyst (Asia-Pacific Region), October - December 2009**

*Report to Regional Retrofit Manager (Singapore)*

*\** ***Retrofit*** *is the progressive upgrading of the Downstream-One policies, processes, organization (Global Standard Organization Model), Global SAP, and specified CAP (Connected Application Portfolio, ie. those where integration with GSAP is required) to a subsequent release, on a given date.*

*Main Responsibility:*

* Responsible for the implementation of the agreed Retrofit policies and processes in the Global SAP countries working closely with the central teams, other regional deployment resources, local business management and the local super-users.
* Develop a good understanding of the new Retrofit policies and processes, also the as-is operations in each of the target countries and understand the gaps with the new policies and processes and develop strategy to mitigate and close the gaps.
* Manages activities within Supply Chain work streams and tracks and reports on progress

**SHELL INDONESIA, July 2004 – September 2009**

#### **Supply Chain Country Implementation Manager (January 2008 - September 2009)**

* **National Logistics Manager (January 2006 - December 2007)**
* **Outbound Logistics Manager (July 2004 - December 2005)**

#### **Supply Chain Country Implementation Manager (Jan 2008 - September 2009)**

*Report to Regional Implementation Manager (Melbourne, Australia)*

*Main Responsibility:*

* Lead the expert team (project managers) to work closely with the Indonesia Supply Chain business team to implement the Global Standard Business Processes and ensure the current and future required data is cleansed and prepared;
* Lead the team to further support the Indonesia Supply Chain business teams in preparing to migrate to the GSAP (Global **SAP** – an ERP) environment;
* Acting as implementation experts in the respective sub-process areas of:

1. **Planning** – demand planning, supply network planning, production planning, inbound procurement;
2. **Inbound** – procurement of base oils, additives, packaging, finished products, goods and services;
3. **Production/QM/Engineering** – blending and filling operations, maintenance and quality control
4. **Logistics** – warehousing, outbound distribution, contract management;
5. **Data Preparation** – product master data, bill of materials, planning data.

*Achievement:*

Successfully led the Lubricants Supply Chain team to implement the Streamline-Shell Global Standard Business Process and Global SAP in Indonesia (which had been a non-SAP OU), however, it was acknowledged as the smoothest GSAP Go-live compared to other Shell OUs. *(Received a recognition from VP Streamline Accountable Executive B2B and Lubricants)*

National Logistics Manager (January 2006 - December 2007)

**Outbound Logistics Manager (July 2004 - December 2005)**

*Report to South East Asia (South) Cluster Logistics Manager (Kuala Lumpur, Malaysia)*

*Main Responsibility:*

* Manage all logistics activities within the country / operating unit for components, bulk and packed lubricants and greases, from receipt of components into plant warehouses, storage and warehouse management, product picking and dispatching, management of secondary depots, delivery to secondary depots and to customers, road safety and fleet management;
* Responsible for meeting agreed delivery promise (SLA-service level agreement) at the lowest distribution cost and high standard of performance in logistics operations for each location of the OU through implementation of global strategies and processes

*Achievements:*

* Successfully Implemented the initiative to change the logistic management and operation system from fully outsourcing to in-house logistic management and operation system in terms of cost saving and operational excellence
* Winner of 2007 Executive Vice President Award for the initiative of “Implementation Of Real Time Road Transport Journey Monitoring” Shell Global
* The highest IPF – ‘Individual Performance Factor’ within Supply Chain Department for 3 consecutive years (2005, 2006, 2007)
* Lubricant Supply Chain’er of The Year 2005 (Awarded by Country Supply Chain Manager)
* Acquired a USD 200K cost saving of warehousing and distribution project in 2004
* Acquired a USD 480K cost saving of warehousing and distribution project in 2006
* Built an A-caliber team of multinational logistics and operation talent. Developed the organization structure, recruited staff; led ongoing mentoring/training on Shell’s ways of working and Shell’s safety standard.

**HEMPEL INDONESIA, June 2003 - June 2004**

**Hempel** is a world-leading coatings manufacturer (decorative, protective, marine,   
container and yacht), headquartered in [Copenhagen](http://en.wikipedia.org/wiki/Copenhagen), [Denmark](http://en.wikipedia.org/wiki/Denmark). [**www.hempel.com**](http://www.hempel.com)

Customer Service Department Manager - *Report to Managing Director (Jakarta, Indonesia)*

*Main Responsibility:*

* Managed **Order-to-Cash Processes** - Supply Chain and Customer Order Management - Warehouse & Distribution, Sales Support and Order Handling - in order to provide good quality services for customers in terms of lead-time and stock availability.
* Managed, planned, organized, instituted new and reviewed existing logistics strategies in the areas such as warehousing and customer service to maximize operational efficiencies and also to enhance customer service
* Managed inventory; replenishment, stock/inventory control, setting-up safety stock level and stock availability
* Work closely with Sales and Technical team to provide high quality products and services to meet customer’ needs (**Hempel customers are Oils and Gas companies** and Maritime industry-ship builders and ship owner)

*Achievements:*

* Inventory accuracy achieved 99,9% from <85% in Q3.2003
* Successfully implement the ‘Customer Offer’ (delivery term, stocking/non stocking policy, lead-time)

**PERFETTI VAN MELLE INDONESIA, December 1993 - May 2003**

* Customer Services Manager, September 2001 - May 2003
* Assistant Manager Customer Services, January - August 2001
* Customer Services Officer, May - December 2000
* Sales Support Supervisor, January 1999 - April 2000
* Sales Administration Assistant, January 1996 - December 1998
* Sales Administration Staff, December 1993 - December 1995

**Perfetti Van Melle** is a privately held Italian global manufacturer of [confectionery](http://en.wikipedia.org/wiki/Confectionery) and [gum](http://en.wikipedia.org/wiki/Chewing_gum). It was formed in 2001 with the acquisition of Van Melle of [Netherlands](http://en.wikipedia.org/wiki/Netherlands) by the Perfetti group of [Italy](http://en.wikipedia.org/wiki/Italy). Its corporate headquarters is in [Lainate](http://en.wikipedia.org/wiki/Lainate) ([Milan](http://en.wikipedia.org/wiki/Milan)), [Italy](http://en.wikipedia.org/wiki/Italy). Perfetti Van Melle is the third largest [confectionery](http://en.wikipedia.org/wiki/Confectionery) manufacturer in the world after [Mondelēz International](http://en.wikipedia.org/wiki/Mondel%C4%93z_International) and [Mars, Incorporated](http://en.wikipedia.org/wiki/Mars,_Incorporated). It employs 17,000 people via 30 [subsidiary](http://en.wikipedia.org/wiki/Subsidiary) companies and distributes its products in over 130 countries. [**www.perfettivanmelle.com**](http://www.perfettivanmelle.com)

**Customer Services Manager -** *Report to Sales Director*

*Scope: Forecasting, Order Handling, Transport/Distribution and Warehouse*

*Main Responsibility:*

* Managed “**Demand and Order to Cash**” processes and involved in the RTM-route to market strategy development
* Provided smooth customer order process/handling, distribution and operational support services to ensure supplies at appointed distributors/customers were at the appropriate level and delivered at the right time and sales personnel are administratively supported, so that enable them to keep improving the overall PTPVMI sales and distribution penetration performance.
* Acted as communication focal point among the operational of the sales & distribution and the internal PTPVMI resources point (warehouse/logistic planning and production)
* Managed the team to obtain orders from distributors and audit daily problem orders to ensure quality control and accurate processing of orders (on-time, right product and right quantity) and control the supply chain from production to distributors in term of transporters, lead-time and trade term;
* Provided leadership starting from the ordering process, availability of finished goods (by providing accurate sales forecast to PPIC) and distribution process to meet customers’ requirements

*Achievements:*

* Successfully led the team to manage “challenging times” during merger between Van Melle and Perfetti's (2002), which required firm action and capability to solve all complexity caused in logistic, customer (distributors) relations-*as the result of moving from single distributor into multi-distributorship*, also more complex sales forecasting.
* Awarded as Employee of The Year in 1999

**PT MAGNA PERKASA, February 1992 – November 1993**

**Marketing Administration Staff – Jan-November 1993 - *Report to GM Marketing***

**Warehouseman/Warehouse Operator - Feb-December 1992**

*Scopes of Work:*

* Customer Order handling
* Delivery arrangement and fleet scheduling
* Billing Process
* Stock and Inventory Management (Stock Control, Replenishment Process)
* Prepared sales performance reports
* Prepared tax reports (VAT & Withholding Tax)

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| Education | GUNADARMA UNIVERSITY — JAKARTA, INDONESIA  Bachelor Degree, *Major in Finance and Accountancy; 2001*  AKADEMI MANAJEMEN KESATUAN-BOGOR, INDONESIA  Diploma/undergraduate, *Major in Finance and Banking; 1997* |

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| Languages | Indonesia - mother tongue  English - excellent (reading, writing and speaking) |

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| Technology | SAP – Warehouse Management System; Sales and Distribution and Material Management  JDE and Oracle  MS Office (Word/Excel/PowerPoint/Access/Project) |

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| Trainings | * Procurement Based on PTK 007 in Oil and Gas Industry – Supply Chain Management Guideline for Production Sharing Contractor); Bandung, March 2011 * Emerging Concepts And The Supply Chain – Shell Open University/The Accenture Supply Chain Academy, Sep 2009 * Collaborative Planning, Forecasting and Replenishment (CPFR®) – Shell Open University /The Accenture Supply Chain Academy, Sep 2009 * Supply Chain Integration Course, Shell Global Solution, Singapore, Sep2009 * Experienced Hire Course (Professional Recruitment Process), Shell HR Global Services, Kuala Lumpur, March 2007 * Media Skills Training, Indo Pacific University, Jakarta, November 2006 * Coaching For Performance, Shell HR Global Services, Jakarta, March 2006 * Accident Investigation Workshop (Understanding the causes of an Incident at Work), Safe EnviroDev Associates Sdn Bhd, Kuala Lumpur, March 2006 * Managing Effective SLA (Service Level Agreement), Marcus Evan (Singapore), Nov 2005 * Oracle – OPM Inventory & Sales, Hempel Singapore, Singapore, July 2003 * Inventory Management, LPPM, Jakarta, February 2001 * Distributor Management Workshop, Management Development Int’l (MDI) & Tack Training, Oct ‘00 * Sales Management Workshop, Management Development Int’l (MDI) & Tack Training, July 2000 * Merchandising Workshop (Category Management), AC Nielsen, Jakarta, Jun 2000 * SAP (R4.86B) Key User Training, SAP-Regional Support Van Melle, Jakarta, May 2000 * SAP Key User Training, Andersen Consulting Singapore, Jakarta, March – May 1997 * TQM-Total Quality Management, Van Melle Nederland, Jakarta, August 1996 * Fundamental Leadership Program, Dale Carnegie, Jakarta, March – May 1997 |

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| Referees | * Ms. F. Shinta Sulistyawati - HR Director PT Boehringer Iingelheim Indonesia   Email: [sulistyawati@boehringer-ingelheim.com](mailto:sulistyawati@boehringer-ingelheim.com), Mobile: +62 811 110 128   * Mr. Terry Dye - former Operations Director Weatherford Indonesia   Mobile: +1 7135403181   * Mrs. Wrenges Widiyastuti - Former Finance Director PT Perfetti Van Melle Indonesia   Mobile: +62 812 110 2028   * Mrs. Jackie Khoo - Lubricants Supply Chain, Shell Malaysia   Email: [j.khoo@shell.com](mailto:j.khoo@shell.com), Mobile: +60 146 465 606   * Mr. Tooraj Salarzadeh – Supply and Planning Manager, Shell Australia   Email: [tooraj.salarzadeh@shell.com](mailto:tooraj.salarzadeh@shell.com), Mobile: +61 439 444 493 |